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Services Inc.

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Asia Excavating Paves Successful Path

Don Gilmore, president of Asia Excavating Services Inc., believes the key to success for his company lies in customer service. "You have to go the extra mile to please your customers. And you have to be able to do what you say."

Founded in 1999, the Fayetteville-based company began providing trucking and hauling, and then expanded and diversified services to also include land clearing, demolition and concrete. Recent projects include widening Hope Mills Road in Fayetteville, NC, building slabs at Ft. Bragg, and runway work at Pope Air Force Base. Gilmore said one of the most prestigious jobs for the company was demolition work removing two-story wooden structures and old World War II buildings at Ft. Bragg.

[See ASIA p.2]



Team members from Asia Excavating Services Inc. in Fayetteville, NC, complete work on a project at Pope Air Force Base.

2011 Transportation Conference

February 10
8AM - 4PM
McKimmon Center
1101 Gorman Street
Raleigh NC

BEYOND THE LIMITS

Small Business In
a New Era of
Transportation

To register, visit www.ncbowd.com

"Sharpen Your Ax "

Abraham Lincoln once famously said, "Give me six hours to chop down a tree and I will spend the first four sharpening the ax." That statement holds a lot of wisdom. The planning and skill involved in knowing how to correctly chop down a tree is just like any other task we might undertake. Every wise business owner must spend time sharpening his or her professional ax to maximize efficiency and ultimately tackle the goal that has been set forth.

The good news is that you don't have to do it alone. North Carolina business owners have the benefit of mentors, training programs, the Internet, Executive Management training and BOWD's Project Legacy to help sharpen their axes. There is no shortage of support, just a need to doggedly pursue the contracts, opportunities and resources that are available.

The BOWD Training Resource catalog is now available. DBEs can register online and learn more about NCDOT purchasing and certifications; Human Resources, OSHA, Truckers EDP and Quick Books training. Log on to NCBOWD.com and begin the sharpening process to build a successful business in 2011.



Mr. Shelton Russell
BOWD Director



Asia Excavating Shares Keys to 'Customer Service' Success

[cont'd from p. 1]



Asia Excavating has provided land clearing services for several bridge projects in the Fayetteville area, including the Murchison Road bridge, pictured above. The hauling and demolition company is a participant in BOWD's Project Legacy program.

For years, Asia Excavating has collaborated with Barnhill Contracting on numerous projects, providing land clearing for the All-American Bridge project in Fayetteville and also removing 1.6 miles of railroad tracks at Bragg Boulevard in Fayetteville. Gilmore credits his work with

Barnhill for helping the company grow and secure new business opportunities. He said, "They really have been outstanding in helping us achieve our goals. We cannot thank them enough."

Building a supportive network has been crucial to enduring recent tough economic times. Gilmore said it would be impossible to succeed without a quality team and trustworthy mentors in business. Participating in BOWD's Project Legacy has provided technical support and training, while longtime business colleagues like Mike Warren of Warren Heating & Air Conditioning in Fayetteville, and Hazel Holmes of Hazel Holmes Trucking in Charlotte, NC, have shared their wisdom and experience over the years.

The future looks bright for Asia Excavating because of new purchasing opportunities on the horizon with NCDOT. Gilmore said that success in the industry requires "the intestinal fortitude to press on, ask for the work, and give customers more value than they pay for." Gilmore said, "We are excited about 2011."

2011 Executive Management Program

**Leadership Development for
High-Performing Minority &
Women-Owned Firms**

**February 20-25, 2011
Paul J. Rizzo Conference Center
UNC Kenan-Flagler Business School
Chapel Hill, NC**

Visit www.nccemp.com to register





2011 Conference to Highlight Emerging Trends

This year's conversation at the annual transportation conference will focus on emerging trends in transportation and a discussion about how small businesses can successfully navigate the industry transformations related to funding, mega projects, high-speed rail transportation, multi-modal transportation systems, and turnpike projects to thrive in this new era of infrastructure development.

The 2011 Transportation Conference will kickoff at 8 a.m. on Thursday, February 10, 2011, at the McKimmon Center on the campus of N.C. State University in Raleigh, NC. The 2011 conference theme is: "Beyond the Limits... Small Business in a New Era of Transportation." Throughout the day, the event will feature guest speakers, exhibit booths, panel discussions, breakout workshops/seminars, various state transportation agencies, and networking opportunities for vendors and small businesses.

Confirmed participants include: NCDOT Highways, Rail, Aviation and Public Transportation; Raleigh-Durham Airport Authority; Triangle Transit Authority; N.C. Department of Administration HUB Office; City of Raleigh; City of Durham; NC Institute of Minority Economic Development; Small Business Technology Development Center (SBTDC), and representatives from prime and general contracting companies.

Expert panelists will discuss the impacts, opportunities, challenges, and innovations that are occurring in the transportation industry. Examples of these dynamics include high-speed rail travel projects, turnpike authority highway projects, mega road/bridge projects, new airport terminals, increased security on transportation systems, light rail projects, and the impact of sustainability (green) initiatives on transportation design and construction. All of these issues are creating fundamental changes in the transportation industry; however, these changes also present opportunities for small business, government and the community.



2010 conference attendees visit exhibitor booths.

Dr. Calvin Mackie, author, motivational speaker, entrepreneur, and author of "A View from the Roof: Lessons for Life and Business," will be the keynote speaker.

The luncheon speaker will be Nina Szlosberg-Landis who serves on the Triangle Transit Board of Authority and the N.C. Board of Transportation, representing environmental issues. Her presentation will highlight implications from planning and oversight perspectives, and discuss what small businesses can expect from NCDOT in relation to the changing landscape of the transportation industry. There will also be a ceremony for M/WBE Diamond Award winners, celebrating small business contracts, awards and successes over the past year.

The 2011 Transportation Conference Expo offers business owners an excellent opportunity to network with private and government organizations within the transportation industry. Timely information will be presented on building business relationships to position your business for future growth. Small, minority, and women-owned businesses are encouraged to attend and connect with various transportation industry agencies. Participants also can log onto www.NCBOWD.com to register or view the conference brochure.



Success Stories

Creating Successful Opportunities in Business



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